



2020 PROGRAMS, EVENTS & SPONSORSHIP OPPORTUNITIES

The Cybersecurity Association of Maryland, Inc. (CAMI) is a nationally-unique 501(c)(6) non-profit corporation formed in 2015. CAMI is Maryland's only organization dedicated 100% to the growth of Maryland's cybersecurity industry.

Mission: At CAMI, we provide the education, resources and connections to foster a cyber aware and cyber secure Maryland.

Strategy: CAMI represents a growing membership of over 500 of the state's cybersecurity product and service companies that can be found [here](#) and hosts a variety of programs throughout the year to provide face-to-face connection opportunities.

- CAMI connects MD cybersecurity companies with businesses and government entities seeking cybersecurity products and services, connects cybersecurity job seekers in Maryland and beyond with MD cybersecurity jobs as well as with MD resources for gaining the skills, education and certifications needed for jobs of interest.
- CAMI creates and shares resources to entities in need of cybersecurity guidance, expertise or awareness.
- CAMI provides subject matter experts through our Speakers Bureau for partners requiring training, panelists, conference facilitators or keynote speakers.

See below for a list of our programs and events along with sponsorship opportunities where applicable.

CAMI 12-Month Sustaining Sponsorships

[Click here for a snapshot comparison of our sustaining sponsorship options](#)

Cornerstone Sponsorship (2 of 4 available): \$25,000 one-time payment – The option for companies committed to continuous support of the CAMI membership and the growth of Maryland's cybersecurity industry. Includes permanent "brought to you by" branding of our online directory of 500+ Maryland cybersecurity providers and a \$10,000 presenting sponsorship of one CAMI event. Comprehensive package of **year-round** promotion and engagement opportunities to generate sales for you including events, online, in publications, through public speaking, press opportunities and more. **Sponsorship details [here](#).**

Premier Sponsor: \$10,800 or \$1,000/month (\$12,000) – The #1 option for maximum results. Comprehensive package of **year-round** promotion and engagement opportunities to generate sales for you including events, online, in publications, through public speaking, press opportunities and more. **Sponsorship details [here](#).**

Supporting Sponsor: \$4,500 or \$425/month (\$5,100) – High-value option for **year-round** promotion of your company that makes industry members and the market well aware of your participation. **Sponsorship details [here](#), on page two.**

CAMI Signature Programs & Events

(Sponsorship opportunities noted where applicable)

Online Directory of Cybersecurity Companies

CAMI hosts a statewide online directory of hundreds of Maryland cybersecurity providers ([Cybersecurity Company Directory](#)) at www.MDcyber.com. There is no fee for cybersecurity providers with a Maryland address and at least one Maryland employee to be listed in this directory or for anyone to search the directory. Cybersecurity companies must complete and submit an online application to be considered for the Directory. Each application is reviewed for eligibility before being approved for the Directory. Eligibility criteria and application can be found [here](#).

Online Associates Directory

In addition to the Maryland Cybersecurity Company Directory, CAMI hosts a statewide online directory of businesses and organizations providing support and resources to Maryland's cybersecurity industry. This includes legal and accounting firms, insurance providers, investors, incubators and accelerators, academic and training entities, marketing agencies, promotional product companies and more. The **Associates Directory** can be found [here](#). CAMI membership is required to be listed in this directory, and there is a nominal fee for membership. For listing eligibility and application, click [here](#).

Note: CAMI has created sponsorship packages in the past to fit unique budgets and desired outcomes through sponsorship. To create a discounted comprehensive sponsorship package covering multiple events, email sam@MDcyber.com.

CAMI Fall Signature Event

2017 – 2019 Maryland Cyber Day

Hundreds of Maryland's cybersecurity providers and resources are showcased at our Maryland Cyber Marketplace:

Connecting commercial businesses, government agencies and nonprofit organizations with the information, innovation, products, services and resources needed to be cyber secure. The Maryland Cybersecurity Solutions Showcase is the single source for businesses, government agencies and nonprofit organizations of every size in every industry to find:

INFORMATION: get answers to cybersecurity questions, help identifying cybersecurity risks and details on Maryland's new cyber tax credit program from cyber specialists

INNOVATION: discover some of Maryland's most innovative cybersecurity technologies

CONNECTIONS with local solutions for cybersecurity as well as companies/organizations willing to share their cyber stories and strategies

2020 Agriculture and Cybersecurity Symposium

In partnership with the Mid-Atlantic Farm Credit and F3 Tech. Anticipated date: September, 2020.

Sponsorships: Title (\$10,000), Silver (\$5,000), Bronze (\$2,500), Supporting (\$1,000). **Details coming soon.** Upper levels of sponsorship (\$5,000+) will include speaking opportunities.

MD Cyber Awards Celebration

This prestigious annual event highlights and celebrates Maryland companies and individuals who have: succeeded in protecting businesses or government entities with their innovative cybersecurity products and/or outstanding cybersecurity services; demonstrated exemplary cybersecurity knowledge, expertise, leadership or innovative thinking; and/or made a significant contribution to the cybersecurity industry. Attendees at this exciting celebration include hundreds of entrepreneurs, executives, professionals and employees from commercial businesses, government entities, and organizations involved in Maryland's cybersecurity industry. Enjoy two hours of networking, delicious food stations and cocktails followed by an energetic one-hour awards celebration. Estimated attendance: 400

[2020 MD Cybersecurity Awards Celebration webpage can be found here.](#)

Sponsorships: Presenting (\$10,000), Red Carpet (\$5,000), People's Choice (\$5,000), Special Treat (\$3,500), Spotlight (\$2,500), Backstage (\$1,000) and Best of Region (\$1,500). [Details here.](#)

Cyber Warrior Women Summer Social – August 2020

This event serves to connect and inspire women cybersecurity professionals and women seeking cybersecurity careers in a casual and fun atmosphere. The event provides attendees with the opportunity to: share information, accomplishments, challenges and resources; conduct business; meet a mentor; and develop valuable business relationships. Attendees include: women leading or employed by MD cybersecurity companies; women cybersecurity leaders and professionals from government agencies/contractors and general commercial companies; women seeking cybersecurity careers and women who wish to show support for women in cybersecurity. Estimated in-person attendance: 150

Sponsorships: Champion (\$5,000), Advocate (\$2,500) and Supporting (\$1000). [Details here.](#)

Next Generation Cyber: A Diversity and Workforce CAMI Event - February 2020

This annual program highlights women cybersecurity leaders and the valuable contributions women make to the cybersecurity industry and serves to connect and inspire women cybersecurity professionals and young women seeking cybersecurity careers. The program includes a panel discussion and/or keynote speaker with time for networking and may be offered via webcast so individuals/students may tune in from any location. Men and women are welcome to attend in person or tune in via webcast. Estimated in-person attendance: 150

Sponsorships: Champion (\$5,000), Advocate (\$2,500) and Supporting (\$1000). For 2021 details, email sam@MDcyber.com

General Programs & Events

(sponsorship opportunities noted where applicable)

MD Cyber Breakfast Club Meetings – 4 per year

This high-impact program assembles Maryland's cybersecurity community to learn about key industry cybersecurity needs; discuss "hot topics," and meet prospective new customers/partners. A majority of the attendees are founders, innovators and c-suite execs from MD cybersecurity companies. The program typically features a casual conversation with a cybersecurity leader representing a target

customer for Maryland's cybersecurity companies. Previous speakers include CIO and CISOs from major MD healthcare institutions, cyber exec from a global energy company, Cyber Director & CISO for MD Department of Information Technology, former CIO of NSA and Director of Small Business Programs for the NSA. General Breakfast Club average attendance: 40 | C-suite only Breakfast average attendance: 20

Sponsorship: \$500 per meeting. [Details here.](#)

MD Cyber Meetups – 4 per year

A combination of casual networking and business, these two-hour evening Happy Hour programs feature a guest speaker on a relevant cybersecurity topic, a fireside chat with a Fortune 500 cybersecurity exec or brief technology showcases from Maryland innovators. They are designed as a means of face-to-face connection to generate sales, create partnering/reselling opportunities, inspire referrals and increase chances of funding or acquisition. Attendees include cybersecurity companies, cybersecurity solution seekers and customers, investors, general service providers (e.g., legal, insurance, accounting, marketing, business coaching, sales training) and job seekers. Average attendance: 75

Sponsorship: \$500 per Meetup. [Details here.](#)

Other Programs and Initiatives

“Connect to Protect” Speakers Bureau

CAMI has developed an Infotainment Presentation - an entertaining presentation that can be used to educate businesses on the risks associated with cybersecurity and inform them of CAMI and its hundreds of cybersecurity providers as helpful resources. Using the InfoTainment Presentation, cybersecurity industry professionals will take the Connect to Protect message on the road, speaking at a variety of organization meetings and conferences. There is no cost to have a CAMI speaker for your business or organization. Contact info@MDcyber.com for more information.

Maryland Cybersecurity Buyer's Guide

Each year, CAMI partners with the Baltimore Business Journal (BBJ) to produce the Maryland Cybersecurity Buyer's Guide. Among other things, the Buyer's Guide includes three directories: a directory of Maryland cybersecurity technology and service providers; a directory of companies and organizations providing services (e.g., legal, accounting, marketing, funding, insurance, etc.) to support Maryland's cybersecurity industry; and a directory of cybersecurity academic, training and certification entities. This unique Buyer's Guide is the publication with all-things-cyber for the commercial, government, nonprofit, and educational sectors in Maryland. The Guide connects high-level business decision makers, as well as other power players throughout the state and beyond, to the cybersecurity companies and professional service providers in Maryland. It is distributed in the March cybersecurity issue of the BBJ to its almost 9,000 business subscribers and distributed throughout the year by CAMI and the Maryland Department of Commerce at various events, programs and trade shows. A digital version is also provided and distributed.

Advertising opportunities and rates: [Click here.](#)

Maryland Cyber Jobs

Maryland Cyber Jobs (www.MDcyberjobs.com) is a state-of-the-art online jobs platform, hosted in partnership between CAMI and Maryland-based firm SkillsSmart. Maryland Cyber Jobs (MCJ) addresses

the chronic shortage across all industry sectors in finding **qualified** candidates for Maryland cybersecurity positions. Using a skills-based methodology tailored to each hiring entity, MCJ reduces the time, effort and expense for Maryland employers to find qualified candidates for cyber-related positions. MCJ also helps candidates identify jobs that match their experience and current skills, as well as the skills they need to acquire for the jobs they want. Additionally, the platform identifies Maryland education, training, certification, internship and apprenticeship resources where job seekers can get the skills and experience needed for jobs of interest.

Sponsorships: Champion (\$10,000). *Currently unavailable. Contact sam@MDcyber.com for details.*

Questions? Contact Director of Operations Sam Conklin, sam@MDcyber.com or 443-376-8667.